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Business Spotlight: Clifton Square Project



Black and White Investments (BWI) is a Minority Business Enterprise

that offers a full service of electrical contract work. Some of their projects include demolition, re-modeling, construction, and various other service work. BWI has partnered with Local Initiative Support Corporation to establish a \$10.7 million senior's housing project called Clifton Square. BWI will remodel two vacant complexes located on the northwest and southwest corners of 30th Street and Clifton Avenue and convert it into a senior community. Also, there will be new sidewalks and

paving installed on 30th and Clifton. A glass-enclosed sky walkway will be included on the 4th floor of the buildings to connect the northwest building to the southwest building. The affordable apartment homes will only be delegated to seniors that are 55 years of age and older. It will include 27 one-bedroom apartments, 30 two-bedroom apartments, a 24hr-emergency maintenance service, a fitness center, a therapy center, a fully furnished community room, an on-site pharmacy, and a medical clinic. There will also be private patios and balconies with visibility to downtown Indianapolis. The community is within "walking distance to shopping malls and amenities" said Garry Hobbs the

president of BWI. The Indianapolis Business Journal (IBJ) reports that the monthly rent will vary depending upon the individual's income. That area of 30th Street, sandwiched between Dr. Martin Luther King Jr. Street and the Central Canal, can use the investment, LISC Executive Director Bill Taft said. "It's a neighborhood that's had a lot of foreclosure and vacancy," he said. "There's no place near this site that has had this scale of investment in a long time, so I think it will make a big difference."

DMWBD's New Certification Policy



The DMWBD, Office of the Mayor has amended the regulation for Certification Standards

within the City of Indianapolis. The resolution was adopted at the Equal Opportunity Advisory Board Meeting on August 15, 2013. These amendments includes the following:

As of October 12, 2013 the Department of Minority and Women Owned Business will only consider applications from:

A business which is domiciled in the State of Indiana for at least one year.

- Companies which are listed as a Foreign Corporations or that have a corporate headquarters of the business, outside of the State of Indiana, will not be eligible.

A business which can provide income tax returns for each of the two (2) previous tax years showing operating revenues in the selected types of work for which the applicant is seeking certification.

The department may waive the two (2) year in business requirement if one (1) of the following conditions are met:

- The qualifying member or members have demonstrated management and tech-

nical experience to carry out the type of business for which certification is sought.

- The qualifying member has a record of successful performance on contracts from governmental and nongovernmental sources in its primary area of certification.
- The applicant can demonstrate its ability to timely obtain personnel, facilities, equipment and any other requirements needed to perform contracts in the area for which they are seeking certification.

For more information visit <http://www.indy.gov/eGov/City/DMWBD/MBE-WBE-VBE/Pages/ProgramInformation.aspx>

Suite 1260
City County Building
200 E. Washington St.
Indianapolis, IN 46204

Phone: (317) 327- 5262
Fax: (317) 327 - 4482
Email: DMWBD@indy.gov
Web: www.indy.gov/
DMWBD



Opportunities with the City of Indianapolis



The Purchasing Division is a separate division of the Office of Finance and Management. This department is responsible for the procurement of goods, services, public works construction and the disposal of fixed assets.

For the most up-to-date bid opportunities, visit <http://www.indy.gov/eGov/City/OFM/Purch/>.

You can also sign up to receive email updates from the purchasing division.

Purchasing Division
1522 City County
Building
200 East Washington
Street
Indianapolis, Indiana
46204
Phone:
(317) 327-4900
Fax:
(317) 327-4493

Congratulations on your certification!

Newly certified businesses with the City of Indianapolis Department of Minority and Women Business Development for the month of October

Central Asbestos Services, LLC

Contact Name: Rodolfo Funez
Contact Phone: (317) 755-3417
E-mail: rudyfunez@casofindy.com

Research & Evaluation Resources

Contact Name: Mary Joe Rattermann
Contact Phone: (317) 361-6772
E-mail: mrattermann@evalresources.com

Engelking Law Group, LLC

Contact Name: Lara Engelking
Contact Phone: (317) 575-4453
E-mail: engelking@e-lawgroup.net

Sig Media, LLC

Contact Name: James Byers
Contact Phone: (317) 281-0106
Email: jbyers@sigmediallc.com

Esources Resources, LLC

Contact Name: Eddie Rivers
Contact Phone: (317) 863-0423
E-mail: tswisher@esourceresources.net

Sylvester Powell Landscaping, LLC

Contact Name: Sylvester Powell
Contact Phone: (317) 545-7396
Email: Sylvester.powell@att.net

Express Process Service, Inc.

Contact Name: Christine Petri
Contact Phone: (317) 890-1055
E-mail: Christine@expressps.com

Well Done Services, LLC

Contact Name: Herbert Jones
Contact Phone: (317) 575-9300
Email: herbjones.welldon@sbcglobal.net

Hause Surveying and Engineering, LLC

Contact Name: Jonathan Hause
Contact Phone: (317) 769-4003
E-mail: hause.surveying@gmail.com

Strategic Management Solution, LLC

Contact Name: Kenneth Bradley
Contact Phone: (317) 436-8645
Email: kbradley@sms1us.com

Innovative Mechanical Solution, Inc.

Contact Name: Ava Saunders
Contact Phone: (317) 706-1500
E-mail: asaunders@imechanical.com

Michael Burns Consulting, LLC

Contact Name: Susan Burns
Contact Phone: (317) 260-459-1080
Email: mb.consult@yahoo.com

Nickloy & Higdon

Contact Name: Alex Nickloy
Contact Phone: (317) 773-3030
Email: alex@nickloylaw.com

Upcoming Events

What's happening in the business community



Department of Minority & Women Business Development
Indianapolis
Gregory A. Ballard, Mayor

Presented by
The City of Indianapolis
Department of Minority and Women Business Development

YEAR END PUBLIC FORUM

Hear about exciting upcoming opportunities from *all* partners & projects for 2014!
Share your feedback and get your questions answers

When: Thursday, December 5th 2013
Where: Municipal Gardens, 1831 Lafayette Rd, Indianapolis 46222
Time: 8am - Noon
Cost: Free

Free continental breakfast & registration for those who RSVP:
www.indy.gov/dmwbd

For additional information call our office at 317.327.5262 or visit www.indy.gov/dmwbd

The City of Indianapolis
Is Offering

For Minorities, Women, Veterans, and People with Disabilities who own their own Businesses.

Free Certification Workshop

Department of Minority & Women Business Development
Indianapolis
Gregory A. Ballard, Mayor

Thursday, January 16, 2014
1:00 p.m. - 3:00 p.m.
Broad Ripple Park
1550 Broad Ripple Park, Indianapolis, IN

- Learn the certification application process
- Get instructions on how to complete certification
- Question and Answer session
- Individual one-on-one counseling by scheduled appointment

If you are an individual with a disability who would like to request a reasonable accommodation in order to participate in this event, please contact Juli Paini at jpaini@indy.gov or call (317) 327-3798.

Please RSVP, seating is limited.
For additional information or to register go to DMWBD@indy.gov or call (317) 327-5262

9 CYBER SECURITY TIP FOR SMALL BUSINESS OWNERS

1. Create security plan
2. Establish cyber security rules
3. Protect your computer
4. Educate employees
5. Manage and assess risk
6. Frequently install & update software
7. Have a back up plan
8. Control physical access
9. Secure Wi-Fi networks

For more info visit www.sba.gov

SOLUTION: WORD SEARCH

(Over, Down, Direction)

APPLICANTS(2,11,E)
BUSINESS(9,13,W)
CERTIFICATION(1,13,N)
COMMERCIAL(3,10,NE)
COMPANY(2,1,S)
CONTRACT(13,5,SW)
ELIGIBLE(14,13,NW)
EQUAL(9,1,W)
EQUIPMENT(14,1,S)
HEALTH(11,4,SW)
HOUSING(3,9,NE)
INSURANCE(4,1,SE)
LEASING(1,14,E)
OPPORTUNITIES
(15,13,NW)SENIORS
(15,7,N)

NCSILAUQE++L+ES
OO+EN++++A+QR
IW++Z++G++UO
TP++TUNC+N+I
AA++++IR+E+CPN
CN+++SENA++O+ME
Y++DM+LUN++ES
F++OM+T+BTC++N+
I+HO+H++RIRE+T+
T+C++++A+GO+++
RAPPLICANSIP++
E++T+++++LP+
CSSENISUB++++EO
LEASING+++++++
+++++



Business Spotlight Submissions

If your business is a City of Indianapolis certified minority-, women-, veteran-, or DOBE owned business- es and you would like us to consider featuring your company in the newsletter, please email your information to DMWBD@indy.gov.

Please be sure to include the following information:

1. A .jpg headshot or photo of your certified business at work.
2. Information about the owner or president of your company.
3. Information about the company: what does your business do?
4. What are some of the challenges you have faced as a business owner?
5. What benefits have you gained from being a certified M/W, VBE or DOBE?
6. What separates your company from the competition?
7. Contact information.

Disclaimer: The Department of Minority and Women Business Development reserves the right to edit any content submitted for publication. The selection of the monthly business to be highlighted is the sole discretion of the editor of this newsletter. The featured business will be notified by email prior to the publication being released.

Affordable Care Act 101 Webinars for Small Business



The Affordable Care Act (ACA) will help small businesses by lowering premium cost growth and increasing access to quality, affordable health insurance.

SBA and Small Business Majority have teamed up for a free webinar series where small business owners can learn the basics of the Affordable Care Act and

what it means for their business and employees. The Webinar content will generally be the same each week.

Key Provisions of the Affordable Care Act

The Affordable Care Act includes a variety of measures specifically for small businesses that help lower premium cost growth and increase access to quality, affordable health insurance. Different provisions of the Affordable Care Act may apply to you.

- **Employers with Fewer Than 25 Employees**
- **Employers with Up to 50 Employees**
- **Employers with 50 or More Employees**

Learn about the key provisions of the Affordable Care Act based on the size of your business at <http://www.sba.gov/healthcare>

Source: www.sba.gov

- **Self-Employed**

Watch us on TV!

DMWBD is now featured on Indianapolis' Government Access Television, Channel 16 with

Your Business Connection



Each month, Director Greg Wilson brings on an agency or company who is in business to help small business owners like you to do YOUR business. We host leaders from local business resource centers, such as the Indy Chamber, Business Ownership Initiative, and the Department of Public Works, who give vital tips and information about how small businesses can utilize their services. To watch these episodes on-demand, please visit <http://www.indy.gov/eGov/City/DMWBD/Pages/Your-Business-Connection.aspx>

30th Annual Circle City Classic Recap



1968 Olympic sprinters Tommie Smith and John Carlos



Olympic sprinters Tommie Smith and John Carlos are greeted by Mayor Greg Ballard



Performers at Circle City Classic Parade.



Steppers perform at Circle City Classic Parade



Mayor Ballard and Mrs. Ballard at Circle City Parade with Deputy Mayor Williams.



Grambling State vs. Alcorn State University at 2013 Circle City Classic Game



Greg Wilson, IBE Board Chairman, holds the game trophy during the presentation ceremony.

For more information about Circle City Classic 2013, visit www.circlecityclassic.com

Did You Know?

Business Ownership Initiative has a video illustrating the best way to market your business.

- Radio, television, print media, and good old fashion word of mouth
- Word of mouth is now the "world of mouth"
- The use of social media as viable tool for marketing.

For more info visit <http://www.businessownership.org/business-ownership-blog/still-resisting-social-media-as-a-viable-marketing-tool>

Upcoming Event?



If you would like to have an upcoming event featured in the monthly publication, please send your information to DMWBD@indy.gov. Submissions must be made one month in advance of the event.



Just for Fun: Word Search

The Department of Minority & Women Business Development of the City of Indianapolis strives to enhance the City's growth and economic stability through promotion of contracting and procurement opportunities for minority-, women-, veteran-, and disability-owned businesses.

Meet our Staff

Gregory Wilson, Director
Robert Ransom, Administrator
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Regina Buckner, Office Mgr.
Ralph Adams, Business Enterprise Officer
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Fahad Beg, Project Manager

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Regina Buckner

www.indy.gov



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| O | O | Z | E | N | X | L | K | P | X | A | K | C | Q | R |
| I | M | H | S | I | S | N | I | G | I | V | K | P | U | O |
| T | P | B | V | H | T | U | N | C | B | H | D | V | I | I |
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| C | N | Q | T | T | S | E | N | A | N | Q | O | H | M | E |
| I | Y | V | O | U | M | D | L | U | N | N | I | D | E | S |
| F | H | B | O | M | H | T | M | B | T | C | B | Z | N | L |
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APPLICANT

BUSINESS

CERTIFICATION

COMMERCIAL

COMPANY

CONTRACT

ELIGIBLE

EQUAL

EQUIPMENT

HEALTH

HOUSING

INSURANCE

LEASING

OPPORTUNITIES

SENIOR

Department of Minority & Women Business Development Newsletter

This newsletter is a publication of the City of Indianapolis Department of Minority and Women Business Development. This eNewsletter provides the MBE, WBE, VBE and DOBE communities with a forum through which to learn about Indiana certification and business development opportunities, contracting opportunities, workshops and networking events. To learn more, offer suggestions or request to be included in this publication contact:

City of Indianapolis Department of Minority and Women Business Development

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200 E. Washington St.

Indianapolis, IN 46204

317- 327-5262 or DMWBD@indy.gov

Scan this QR code and instantly access our Department from your Smartphone